

The Evening Herald.

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HOW TO GET IT.

NOT alone the business men of Albuquerque but every man and woman interested in any way in the future prosperity of New Mexico may read with profit the address of Mr. W. C. Reid, New Mexico solicitor for the Santa Fe railroad, delivered before the twenty-fifth anniversary banquet of the Albuquerque Commercial club last night, and published in full in the Herald today. Before he became chief law officer for the Santa Fe system in New Mexico, Captain Reid had varied his general law practice with service to the state in various capacities, his last public office having been that of attorney general. For nearly the lifetime of the organization before which he spoke last night he has been in close touch with development of this state and a keen and careful observer of general movements and determining influences, as well as a student of every development phase in minute detail. What he has to say as to the future of this state has the infinite advantage of a backing of definite and accurate knowledge of what has gone before.

Captain Reid wasted no time in pointing out past mistakes; but under that portion of his address in which he tells "how to get it," that is, how to get rational, enduring development of this state, he has laid down a program which should have the consideration of every thoughtful citizen of New Mexico.

We have had too much of glittering generalities. We have had a grievous lack of accurate information about the state and the resources we have been striving to promote. The time has come to quit guessing; to check wild and extravagant statements; to cease deluding ourselves with false estimates and false hopes; or at least with hopes and estimates that we do not know are true.

That we have the machinery at hand through which to obtain information, accurate and complete, is not the least important statement made by Captain Reid. The University of New Mexico, he points out, is already equipped for this service, and as it can be assisted by the other educational institutions, particularly by the Agricultural College and the State School of Mines, it is or soon will be in a position to furnish accurate, detailed information as to any resource or economic condition which can be considered with profit.

Curiously enough the state of Colorado, our neighbor to the north, through the activity of Denver business interests, is just beginning an economic survey of the undeveloped resources of that state, almost identical in scope with that suggested by Captain Reid last night. Denver business interests are financing this campaign, because it will mean business and growth for Denver.

If Colorado, with four times our development and equal resources, finds such an investigation necessary how much more necessary should it be considered in our own state, the surfaces of which have not been touched.

As to the definite suggestions for railroad, drainage, irrigation and mining development which Captain Reid makes; their interest and value will be immediately apparent to even the casual reader.

If last night's very successful get-together banquet had done nothing else but bring this thoughtful, careful, sensible statement before the people of New Mexico the club's effort would have been justified many times over.

A \$10,000 HOLE.

AS THE Herald forecasted in an editorial statement several days ago, the summary of the report of the state fair commission, made public last night, shows that the fair this year, successful as it was in every way, failed to pay its way by just about the amount it was necessary for the fair commission to expend in temporary equipment on the Old Town fair grounds. The money spent on the grounds had to be spent. There was no way out of it.

Yet this money is gone; not wasted, for it served a most useful purpose; but gone into a hole; a \$10,000 hole. Fortunately for Albuquerque and the state the head of this year's state

fair was right on the spot ready to keep a promise he made to himself, the city and the state, that there would be no deficit at the end of this year's state fair. It took Mr. Putney's check for \$10,000 to make that promise good. He filled the \$10,000 hole permanently.

Unfortunately we have no present assurance that we will have Mr. Putney at the head of the next state fair commission; or of future state fairs, and even if we had that assurance it would be an unreasonable demand upon a man whose public spirit and patriotism are of an unusually high and fine character, to expect that he would continue to fill our \$10,000 excavations for us.

It simply emphasizes what has been pointed out by this newspaper time and again; before the present state fair, during its preparation, while it was under way in our city, and since its conclusion; that this institution cannot be brought down to a reasonable financial basis of operation until it is installed in permanent grounds; until money spent on housings for stock and exhibits is permanently invested in something we will have for next time and for the years to come.

Nor is it an impossible proposition to bring this about. It may require work and time and sacrifice on the part of some of us; but it can be done, and it is up to Albuquerque, for its own best interests and for the best interests of the state, to do the job.

NICKEL "THRILLERS" IN DRESS SUITS.

ACCORDING to Walter Prichard Eaton, who writes about the matter in the current number of the Woman's Home Companion, the youth of this country is still being fed the old-time "nickel thriller" made famous by Nicholas Carter and others, but is being made to pay for it. Instead of a nickel, the sum of fifteen cents for "a high class magazine," or fifty cents in the form of a well bound and well illustrated book.

"I have on my desk at this moment," he writes, "a book which sells for a nickel and would be burned in the stove by any careful parent. The volume is issued as a single number of a weekly periodical (an 'ideal publication for American youth' it calls itself); each number of this weekly being a book of cheap adventure written by the same author.

"But also on my desk is a book of over three hundred pages, with a well-printed 'jacket' showing an attractive picture of boys playing football and baseball and bearing inside the imprint of a Philadelphia publishing house. The type and paper are not bad. The whole get up is sufficiently respectable to make the book physically desirable as a present, and the prices are only fifty cents, which, of course, adds to the desirability.

"This book is by the very same author who supplies the material for the 'weekly' already mentioned, and the hero is the same hero. In short, this hood-looking fifty-cent book is nothing more nor less than an old nickel novel in a dress suit."

MR. TITMAN AGAIN GIVES IDEAS UPON TAXATION PROBLEM

November 9, 1915.
Editor Evening Herald.
Owing to the fact that the mailing of all Friday's papers went astray I did not get to see your editorial comment on my letter on tax matters until tonight.

I note that you are much exercised over the idea that our tax rates might not be limited and I hasten to lay your apprehension. As I state in my letter all levies except the court fund and the bridge fund are limited in amount of possible levy and the bridge fund is limited in amount of possible levy and the bridge fund is limited in amount of possible levy and the bridge fund is limited in amount of possible levy.

Also, as I stated, there never has been any limit on the court fund levy and I have never heard of any abuse of the commissioners' discretion, though I know of several instances where the commissioners failed to levy enough for the court fund to enable the district judge to hold two annual terms of court as provided by law. It is possible that the lack of abuse is due to the fact that the court fund is expended entirely under the supervision of the district judge, not one cent of it can be spent without his consent. That prevents graft to all intents and purposes and hence the commissioners in even the counties you think of have no interest in levying too much for that fund.

Your fears of excessive levies in case my interpretation of the law were correct are therefore unfounded.

As to my right, in your opinion, to criticize the tax commission, I do not know on what facts you base your opinion. The facts which I have quoted in support of my criticism can not be disputed. If the agents of the commission made such mistakes, amounting to over \$52,000, in Sierra county alone, it is reasonable to suppose that they made similar mistakes in other and larger counties. Not one cent of the raise made in Sierra county will ever be collected, as it is ineffectual.

EDWARD D. TITMAN.

Woman loves a clear, rosy complexion. Burdock Blood Bitters is splendid for purifying the blood, clearing the skin, restoring sound digestion. All druggists sell it. Price, \$1.00.

THE RESOURCES OF NEW MEXICO; THEIR PRESENT STATUS AND THE OUTLOOK FOR DEVELOPMENT

AN ADDRESS BY W. C. REID, NEW MEXICO GENERAL SOLICITOR FOR THE SANTA FE RAILROAD, BEFORE THE 25TH ANNUAL BANQUET OF THE ALBUQUERQUE COMMERCIAL CLUB, NOVEMBER 10TH.

Mr. Chairman, Gentlemen and Fellow Citizens:

I desire to express great appreciation and pleasure at receiving an invitation to address the business men of Albuquerque this evening. I was asked to speak tonight of the business conditions, present and future, and both local and general, that is, of the state at large and Albuquerque in particular. My short residence in Albuquerque would make it presumptuous for me to attempt to state to the business men of this city local conditions affecting them. My longer residence in New Mexico, however, has, in some measure, qualified me to express views upon the general conditions as I see them.

I believe that the general conditions in New Mexico are of peculiar interest to the business men of Albuquerque, because, in my judgment, Albuquerque, being the metropolis of the state, with its geographical position, railway facilities and commercial supremacy, is in such a position that whatever affects the state at large for good or evil is reflected in the business life of Albuquerque.

The general conditions in New Mexico appear to me to be exceptionally good, from a conservative point of view. It is true, there is no buoyancy in the matter of trading, and especially in buying and selling real estate, and those who judge business conditions by this standard will, in my opinion, be compelled to wait many years before the return of an era such as was witnessed in New Mexico in the years 1904, '05 and '06, when immigration into New Mexico and, in fact, into all the western states, caused peculiar conditions that many of us took for real prosperity. Prosperity, it was, perhaps, for the few who sold, but ruin, just as certain, for so many who bought at prices beyond the real value of the property purchased.

I think, however, that we have already entered upon an era of conservative business prosperity. I believe the federal banking act has made another panic, such as that experienced in 1907, an impossibility. In New Mexico during the farming season that has just ended, we have had exceptionally good crops. I am advised that in the county of Curry alone a half million bushels of wheat were raised and marketed. What happened in Curry county was undoubtedly duplicated in the counties of Quay, Roosevelt, and in the eastern part of Chaves and Eddy counties. The export rains this fall in all parts of the state, except the extreme southeastern portion, have made grass and water more plentiful for the stock men that ever before, and the range, I am told, has, in the past few years, been re-seeded and so revived that it is now in as good condition as it has been at any time with in the memory of men now living. The prices of range stock have been exceptional. A few years ago when range conditions were not so good the price of a three-year-old steer did not exceed \$20, the stock men were engaged in a fairly profitable business. What can be said of conditions where grass and water are more plentiful, where land can be leased and sold at good prices, and where the range is so good that it could be raised a few years ago, and where the price of a three-year-old steer is from \$20 to \$30? What is true of the cattle business is also true of the sheep industry. Prices of wool and sheep are exceptionally high. The farmer has also shared to some extent in the good prices prevailing. Wheat, oats and corn have brought good prices, and, while it is true that there has been a decrease in the price paid for hay, this, in my judgment, has been a blessing in disguise; for it has turned and is turning the farmer from the wasteful custom of shipping hay out of the country to the more profitable method of feeding livestock, of fattening and of raising hogs and poultry. I am advised that a ton of alfalfa, fed to a good type of dairy cow, is worth \$25. How much better it is for the country to have the ton of alfalfa fed on the farm and the increase thus realized, than it is to ship the alfalfa out of the country, where its value is lost forever, except in the figures of the purchase price.

The farmers in New Mexico are fast learning the value of the hog-raising. A few years ago in the Pecos valley there were not enough hogs raised for home consumption; today many carloads are shipped each month from this valley, and the industry is increasing at a rate that is astonishing. I believe that by another year New Mexico will raise sufficient hogs to supply the demand for fresh pork, and I hope, for treated meat, throughout the state.

In railroad matters prosperity has already arrived, and while the almost sudden increase in this business may, to some extent, be attributed to the fact that the Panama canal is not now passing vessels, and that business on the Pacific coast has resumed a normal condition with the transcontinental railroads, yet the general increase in business, irrespective of that, is great.

In Albuquerque, business has, I am informed, increased 20 per cent. In the cutoff the increase is slightly greater. The Santa Fe's share of the fruit haul this year from California is 42,000 cars, and the demand for cars is now as great as the supply.

In conversation with merchants of this city, I am informed that business is noticeably better; that the business of the month just past is much better than was that of the same month the preceding year. Traveling men coming to Albuquerque quite generally state that business is good.

With the state itself we are enter-

ing upon a period of great expenditures and great improvements. Here in Albuquerque we will have a fine new building at the university. In the state a million and a quarter dollars is to be spent for road improvements. The result of this expenditure, at the end of a year and a half, will, no doubt, be astonishing. We will have the main roads throughout our state in fine condition, so that traveling by automobile, or otherwise, will not only be possible, but will be an actual pleasure.

In the mining industry there is great activity, especially mining. You undoubtedly know of the great mines at Santa Rita and the great plant at Hurley, New Mexico, where more than 8,000 tons of ore are treated daily. I am informed that in the same county there is now being erected a plant of even greater capacity, so that within a few years New Mexico will rank first in the production of copper. The coal industry is experiencing a season of prosperity. Perhaps some of this prosperity is also due to the fact that the Panama canal is out of commission.

The bank deposits in the state have increased during the past year. We have new banks and new branches, such as have affected Colorado and are now affecting Arizona. In New Mexico men have paid fair wages and laborers are satisfied.

In the city of Albuquerque we have recently had a re-organization of a very important corporation, to wit, the street car company. The service now rendered seems to be very satisfactory, and the treatment of the people of this corporation should be considered and fair.

Peace seems to be near at hand in Mexico, and when it is finally established we may look for an immense business with our sister republic to the south. Great quantities of coal will be consumed, livestock for restocking the ranges will be needed, mining machinery will be demanded, and the renewed activities that are sure to follow peace will undoubtedly be reflected in New Mexico.

Freight Rate Readjustment.

One of the greatest factors in the future prosperity of New Mexico is the readjustment of the freight rates. Some few years ago the state corporation commission took up the matter of readjusting the freight rates in this state, and after a hearing, about two weeks, in which a great mass of testimony was submitted, the interstate commerce commission proceeded to consider the case. The results of this decision are far-reaching, and affect the rates throughout the western country, and the labor involved in readjusting these rates upon a fair basis has been immense. The final result, however, was that in general the western commerce commission did not read the rates for New Mexico greatly out of line or too high. It is true that El Paso, which was a competing point of several railway companies, was enjoying a rate not enjoyed by the people of New Mexico. That matter has been adjusted by order of the commission, and while the business men of El Paso are protesting, to some extent, I believe the final outcome will be that on practically all shipments coming into New Mexico the rate will be in line with that enjoyed by the business men of El Paso. This opens a large field of inquiry as to what may have been done in New Mexico that the business men of El Paso formerly did for us. What is being manufactured in El Paso for market in this state that can now be manufactured in New Mexico for home consumption? I believe that the business men of New Mexico will be astonished at the number of things that can now be done in New Mexico as easily as ever, and as well as in El Paso, and that many lines of industry are now open to the business men of this state that have not heretofore been open to them.

Future Development of This State.

Thus far I have spoken only and very generally of present conditions in New Mexico, but what of the future? Is New Mexico always to remain a state sparsely settled and of small wealth and in rank in which it is now stands or is it to become a great state and the home of a great people? In other words what have we for the future, and how shall we get it? Our greatest industry in New Mexico today is the raising and grazing of cattle, sheep and horses. The development of this industry, as of course, limited by the amount of range available. The range in New Mexico can be made to support a great many more animals than it is now supporting. I believe the attention of the business men of Albuquerque to the fact that, notwithstanding the immense area of land in a high state of agricultural development in the Pecos valley, the cattle and sheep industry, in so far as the town of Towson is concerned, is more important than the agricultural. Albuquerque is not receiving the benefit from the ranch business that it should receive. We have an immense area of the country lying to the west that has not developed as it should have developed.

One of the reasons for this is that a great portion of land, about two million acres, belonging to the railroad for drainage could be developed and carried out. I understand that there is now quite a movement on foot for the drainage of the Rio Grande valley. I think that perhaps some legislation might be devised whereby it would be possible for the people owning land in this valley to create districts of both drainage and irrigation and lease and hold that would provide means whereby the land would not only be drained, and the alkali removed, but reliable and

producing more than a tenth of the wealth that it should produce. Some effort should be made by the people of Albuquerque and western New Mexico to have the railroad lands adjusted so that the state could either select the alternate sections and some could be handled in blocks made up of small ranches, or that the government and the railroad company would exchange with each other so that the government would own its lands in solid blocks and the railroad company would own its lands in the same manner. The railroad company will hardly ask that this be done. To ask it would give every demagogue in congress an opportunity to abuse the company, and they have already had enough of this sort of abuse. But it is a matter of vital interest to the people of this part of the state that this adjustment be made, and I am quite sure that the railroad companies would be willing to even take the worst of it, in so far as the selection of land is concerned, in order to get their lands so that they could be handled for the benefit of the stockholders, as well as that of the community at large, because the railroad company's interests in New Mexico are such that whatever helps New Mexico helps the railroad companies.

Another factor affecting the development of the country is a grazing industry, the condition of the large land grants. Some of them have been highly developed and are producing great wealth, but others are yielding practically nothing. I am afraid that we shall not soon see much use made of the grants unless the valuation for taxation purposes is reduced. With the price of cattle greater than ever, there is in the history of the industry, there should be, and is, a demand for large tracts of grazing land. Why then shall not these grants be purchased and stocked with range animals? I believe that no business man will buy land where it is taxed at a value of \$2.25 an acre, which will make his tax approximately 20 per cent more than his interest on his investment, if the land is purchased at \$1 an acre, 100 per acre, when he may lease, in the state of Arizona or in New Mexico where a lease is obtainable at all, land at an amount rental of an acre, which is equally as good. I doubt very much if there is a strictly grazing land grant in New Mexico that could be fenced and leased at a sufficient price to pay the taxes. Something should be done to adjust this, because we are not only losing the revenue from taxation upon these grants, as the owners will not, and many of them have not, paid the taxes upon the grants because they could not afford to pay them, but we are also losing the revenue that they would have produced if stocked and developed, and the business man is losing the business that would come to him if these land grants were developed to anywhere near their capacity.

The development in New Mexico is also limited in an agricultural way. When I look for wonderful things to happen, of which we now have dreams, regarding the raising of crops by dry farming methods, especially in the eastern part of the state, yet intensive farming is and will be for many years limited to the area that may be irrigated. In the present area the farmers have been handicapped by the lack of a crop that will not be certain as to production, but certain as to market. Melons, apples and other fruits are extremely profitable at times, but the growing of them is uncertain, and the marketing of them is much more hazardous.

There is one crop that has made three or four of the western states prosperous that has added to the building of large towns and cities in New Mexico is in a position to grow this crop more profitably than any other state in the union. I refer to sugar beets. During the summer I have made some inquiries concerning the sugar beet industry in Colorado, Utah and California. In every valley I visited where there was irrigation, sugar beets had a large place in the farming industry. In the great Arkansas valley, running through Colorado and Kansas, I am reliably informed that one-third of the area is constantly producing sugar beets. This is at least a percentage of the area as should be used for this purpose, because sugar beets should rotate with other crops and it is unwise for any farmer to have more than one-third of his land in this crop. If it is true, therefore, that one-third of the area of the Arkansas valley is planted annually in sugar beets, it simply illustrates that the farmers are growing sugar beets in the limit. This is a crop almost everywhere in the vicinity of the river. It requires large expenditures of money for labor in growing, and then distributes the money among the people who will spend it at once. It requires the expenditure of large amounts in treating beets in sugar factories, and it helps very greatly the industry manufacturing sugar. A sugar factory in Albuquerque costing a million dollars and at that cost it would not be an extraordinarily large one would, in my judgment, be of as great value year in and year out as the constant operation of the mills of the American Lumber company would be to this city. Unfortunately, Albuquerque is not now so situated as to make a business venture of this sort advisable, but it is possible in the Pecos valley, the Mesilla valley, the San Juan country and the Colfax country, and as I have heretofore said, whatever is good for any part of the state is good for Albuquerque because of its unique position in the state, and all encouragement should be given to the establishment of the best sugar industry in parts of the state where beets can be grown in large quantities.

Development by Drainage.

There are great possibilities in the vicinity immediately adjoining Albuquerque to the north and north east. Land for many miles in this direction, if a comprehensive plan for drainage could be devised and carried out. I understand that there is now quite a movement on foot for the drainage of the Rio Grande valley. I think that perhaps some legislation might be devised whereby it would be possible for the people owning land in this valley to create districts of both drainage and irrigation and lease and hold that would provide means whereby the land would not only be drained, and the alkali removed, but reliable and

economic systems of irrigating the same installed. To any one acquainted with the proper methods for irrigating land, and also familiar with the present system of irrigation in this valley, it is quite apparent that there is great waste, both in water, time and expense in the irrigation of land. I understand that if the lands in this valley were properly drained and irrigated, there would be added to the wealth of the state 187,000 acres of irrigated land that could not be excelled in quality anywhere in the United States. The high development of this land agriculturally, involving the same to alfalfa, sugar beets, and crops for the feeding of stock, would easily double the business of Albuquerque.

While I have said the agricultural possibilities of New Mexico are limited, I do not mean to infer that we have anywhere near reached that limit. In some parts of the state it has been reached, but I am reliably informed that more than one-half of all the water flowing in the state of New Mexico is going to waste down the San Juan river, into the Colorado river and thence into the sea. I look upon the possibilities of storage of water and irrigation of land in the San Juan basin of New Mexico as the greatest of any that have been or may be developed under the government's reclamation program. I am informed that, with an expenditure of something like \$25,000,000, a million acres of land, more or less, can be put under irrigation by the waters of the San Juan, Los Animas and La Platte rivers. Few of us can realize what the development of such a point further to land into a high agricultural state would mean to New Mexico, and directly mean to the city of Albuquerque. The topographical conditions surrounding the San Juan basin are such that, combined with the marketing conditions, practically all that is produced in San Juan county and in the San Juan basin, before it can be made profitable to the grower or available to the consumer, must pass to the south, and not to the north. On the north of this basin is a great barrier of mountains that it is difficult to cross, and when the mountains are crossed, the producer is not as near the market with his produce as he was before he started. The market for New Mexico is to the south, into Old Mexico and Texas, and when the San Juan county lands are brought under cultivation, as they ought to be some time, that fact alone will insure a railroad from some point to the south of San Juan county into that country, whether it will be from Albuquerque or some point further to the west, of course we cannot say, but that is largely a matter that is up to the people of Albuquerque to see that the line of railroad reaches from this city into the San Juan country. The matter of securing government aid for the reclamation of this vast acreage ought to be of as great interest to the Albuquerque people as it is to the people of San Juan county. I look upon this project as one in which the government may "make good" through the reclamation service to a greater extent than it has done on any project heretofore considered. The lands that will be reclaimed are practically all government lands. The government might, by proper rules and regulations, so manipulate the project that speculators would be entirely eliminated. In other projects the speculator has gotten largely into control, and has dealt in the land to such an extent that when the actual farmer came to work the land he was involved with a price for land and water that, in many instances, was the immediate cause of his failure. In the San Juan county all this could be eliminated. No one need be given more than eighty acres of land, nor should he be able to perfect title to it until he or his heirs have resided thereon and farmed it for a period of at least five years; so that, if a speculator chose

to profit in the San Juan county, he would, in the meantime, become a good farmer as well. If these lands could be disposed of in this way, as they no doubt could be to actual farmers, and if the price that the actual farmer would be compelled to pay for his land and water, in payments extending over a period of twenty years, would not exceed \$25 to \$35 an acre, without interest, there would be such prosperity under this project that it would almost justify the thousands of dollars that have heretofore been wasted by the government in irrigation projects that have failed to meet the expectations of the people. I believe that this millions acres of land would be of almost as much benefit to Albuquerque, if proper railroad lines were built into the country, as it would be if located immediately adjacent to the city. All the wheeling of merchandise for that country would be done in Albuquerque, and this would be the one city to which the people would come for these things that can be supplied only by the merchants of the city.

The Mining Industry.

As to mining, I feel myself unqualified to speak intelligently on present conditions. I have resided, during most of the time that I have been in New Mexico, in a portion of the state where the mining industry was of no importance. I have spoken of the copper mines in Grant county. I am advised that there are other wonderful deposits of copper in that county that are now remote from railroads, so rich in copper, and the quantities that will some day be available are so great, that they make the copper of the mining districts of Arizona seem insignificant in comparison. As for coal, it is conceded that New Mexico has deposits that are as wonderful as those of any other place in the world. In the San Juan basin alone there are 12,500 square miles of splendid coal lands that are yet untouched, and perhaps will remain untouched for 100 years for the reason that from every direction a railroad line would have to pass through immense deposits of coal that are equally valuable. Gold mining is much more general than heretofore. There are mines of

(Continued on Page Five.)

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